

The Problem:

A self-funded hospitality organization approached EHIM with a variety of challenges surrounding the administration of their pharmacy benefits. Two independent entities were handling these benefits – one, an international mail order program, and the second, a pharmacy benefits manager (PBM).

The PBM was not effectively managing the group's dollars because the data from the onsite clinic, mail order program and PBM was not integrated. As a result, the medical team at the onsite clinic had no voice in the formulary design, and members were being pushed to buy costly brand medications instead of available equally effective generics.

The result was a significant rise in pharmacy costs for the organization, especially because many of their employees required specialty medications.

The Solution: EHIM

With their years of experience and expertise in custom formulary design and advanced data analytics, EHIM was equipped to help the client with their presenting challenges.

First, EHIM's clinical management partnered with the organization's medical directors to develop criteria and protocols, ensuring that the appropriate drug formulary was the number one goal. This collaboration aligned the client's onsite medical clinic's methods to meet the needs of the primary care patients.

EHIM also built an integrated reporting system to combine the mail order provider's claims into their reports to provide the client aggregated analysis and integrated reporting.

EHIM resolved the client's specialty drug needs through the EHIM Cares program, a solution allowing employers to manage these costs before they arise. Through this program, the client received competitive specialty discounts, personalized program management, patient assistance programs and clinical intervention.

The EHIM approach generated significant savings for the hospitality client.

32%

BELOW PREVIOUS
ANNUAL SPECIALTY
DRUG COST

In previous years, the specialty drug costs per member had averaged \$279.54 for the group. Yet through EHIM Cares, specialty drug costs dropped to \$189.69, per member, per year.

We're different, and that's a good thing.

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